

## Mission Statement

The mission of LiftFund is to provide credit and services to small businesses and entrepreneurs who do not have access to loans from commercial sources and to provide leadership and innovation to the microlending industry.

### Financial Profile

Total Number of Loans: 21,038  
Total Dollars Disbursed: \$307,423\*\*  
Active Portfolio: \$47,336,489  
Total Loans Under Management: \$64,024,051 \*  
Average Loan Balance: \$18,651  
Loan Range: \$500 - \$1 million (Up to \$5.5 million in TX and NM through the SBA 504 program)

\*Includes LiftFund and Servicing Portfolio as of December 31, 2018

### Organizational Profile

Number of Offices: 10  
Number of Employees: 100  
Number of Active Clients: 2626\*

President & CEO: Janie Barrera

\*Includes LiftFund & Servicing Portfolio



### History

LiftFund is a nonprofit, multi-state small business lender based in San Antonio that helps new and existing entrepreneurs successfully grow their businesses. We began lending in San Antonio in 1994 and later developed and implemented an innovative "blueprint" for establishing microlending and small business programs in new areas. We now lend in thirteen states: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, New Mexico, Oklahoma, South Carolina, Tennessee and Texas. In 2007, we began providing underwriting and loan services to other lending institutions nationwide through our Microloan Management Services®.

### Client Profile

- LiftFund lends to a variety of small businesses across diverse industries in our service area. Most clients use loans for working capital or equipment purchases. Many of our clients have received more than one loan from us.
- More than 55% percent of clients identify themselves as Hispanic, 23% as African-American and 17% as White. Women comprise 38% of borrowers. In 2018, 65% of our borrowers were classified with low-to-moderate income levels. LiftFund continuously remains at a 95% repayment success rate.
- In the first quarter of 2019, LiftFund provided 1,210 technical assistance hours to borrowers and non-borrowers who utilized our services. In 2018, LiftFund borrowers and non-borrowers received over 5,351 technical assistance hours.

### Economic Impact

- In the first quarter of 2019, our borrowers created 506 jobs and retained 487. In 2018, our small business owners created 2,414 jobs and retained 3,287 jobs.
- A study analyzing LiftFund loans in Texas from 2010-2016 reports that the \$127.7 million disbursed in small business loans during that time resulted in \$1.8 billion in total output.
- The study also reports that over the seven years, these small businesses created 13,614 new jobs which generated \$656.1 million in income.
- Every dollar loaned to small businesses produced \$13.91 in economic activity.
- In 2018, LiftFund received its ninth consecutive designation as a four-star nonprofit organization by Charity Navigator – America's premier charity evaluator that rates organizations on such criteria as accountability, transparency and financial reporting.

\*\*The financial information is unaudited

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Updated 4/1/2019  
LiftFund Online:  
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**Historical Loan Production and Socio Economic Data**  
Cumulative Statewide Program Impact to Date

<b>LiftFund Site</b>	<b>Total Loans</b>	<b>Total Amount Disbursed</b>
Alabama ( <i>established 2012</i> )	260	\$3,407,119
Alexandria ( <i>established 2009</i> )	83	\$1,403,648
Arkansas ( <i>established 2011</i> )	113	\$1,767,667
Austin ( <i>established 1999</i> )	1,103	\$16,662,103
Baton Rouge ( <i>established 2010</i> )	227	\$2,886,885
Corpus Christi ( <i>established 2004</i> )	950	\$15,402,867
Dallas ( <i>established 1999</i> )	2,730	\$38,849,284
El Paso ( <i>established 1996</i> )	2,780	\$38,143,125
Florida	31	\$1,277,418
Fort Worth/Arlington	358	\$5,959,596
Georgia	80	\$1,536,858
Houston ( <i>established 1998</i> )	2,919	\$52,705,018
Kentucky	12	\$179,310
Laredo ( <i>established 2005</i> )	776	\$12,145,612
Mississippi	58	\$730,540
Missouri ( <i>established 2011</i> )	29	\$566,722
New Mexico ( <i>established 2015</i> )	11	\$175,095
New Orleans ( <i>established 2009</i> )	612	\$8,285,520
Oklahoma	7	\$359,777
San Antonio ( <i>established 1994</i> )	4,539	\$64,079,031
McAllen ( <i>established 1998</i> )	2,065	\$25,722,494
Brownsville/Harlingen, ( <i>established 1998</i> )	1,029	\$11,170,854
Shreveport ( <i>established 2010</i> )	99	\$1,616,041
Tennessee ( <i>established 2012</i> )	167	\$2,390,235
<b>Total as of March 31, 2018</b>	<b>21,038</b>	<b>\$307,422,820 **</b>

**Cumulative Client Ethnicity & Gender**

<b>LiftFund Site</b>	<b>African American</b>	<b>Hispanic</b>	<b>White</b>	<b>Other</b>	<b>Male</b>	<b>Female</b>
Alabama	63%	5%	29%	3%	53%	47%
Alexandria	57%	4%	39%	0%	46%	54%
Arkansas	70%	4%	23%	4%	65%	35%
Arlington	27%	35%	38%	0%	65%	35%
Austin	17%	37%	41%	5%	63%	37%
Baton Rouge	74%	2%	21%	3%	52%	48%
Brownsville/Harlingen	0.2%	95%	3%	1.8%	65%	35%
Corpus Christi	4%	65%	26%	5%	54%	46%
Dallas	25%	50%	19%	7%	59%	41%
El Paso	3%	91%	5%	1%	68%	32%
Florida	19%	32%	42%	6%	71%	29%
Fort Worth	37%	36%	23%	3%	64%	36%
Georgia	81%	5%	11%	3%	51%	49%
Houston	44%	28%	20%	8%	59%	41%
Kentucky	8%	8%	83%	0%	67%	33%
Laredo	0%	96%	2%	2%	69%	31%
McAllen	1%	94%	3%	2%	73%	27%
Mississippi	73%	7%	20%	0%	54%	46%
Missouri	37%	4%	52%	7%	59%	41%
New Mexico	0%	91%	9%	0%	73%	27%
New Orleans	53%	22%	21%	4%	58%	42%
Oklahoma	43%	0%	57%	0%	86%	14%
San Antonio	13%	63%	20%	3%	63%	37%
Shreveport	77%	3%	16%	4%	60%	40%
Tennessee	62%	7%	29%	2%	55%	45%
<b>Total Across LiftFund</b>	<b>23%</b>	<b>56%</b>	<b>17%</b>	<b>4%</b>	<b>62%</b>	<b>38%</b>

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